



*providing airline cargo sales  
and service management*

# Cargo Sales & Service Presentation

*Air Logistics Group*

# Who is Air Logistics Group?



- **Established in 1994**
- **One of the world's leading cargo sales and service companies**
- **55 offices spanning 32 countries and over 200 employees worldwide**
- **Shareholders include three major worldwide financial institutions, and a robust and experienced management team**
- **Air Logistics Group benefits from strong brand recognition worldwide and a first-class reputation**
- **Annual revenues in excess of \$500 million**



# Meet the Air Logistics Group Country Managers



**ALBANIA**



Sokol Bunjaku  
Country Manager

**AMERICAS**



Juan C Serna  
Regional Director

**AUSTRIA**



Thomas Koehler  
Sales / Operations

**BELGIUM**



Jeremy Henno  
Regional Director

**BRAZIL**



Margareth Faria  
Country Manager

**BULGARIA**



Ivaylo Atanasov  
Country Manager

**CZECH  
REPUBLIC**



Jindrich Hudecek  
Regional Director

**FRANCE**



Morand Simon  
Managing Director

**GERMANY**



João Pires Ramos  
Managing Director

**HONG KONG & CHINA**



Martin Ngai  
Regional Manager

**HUNGARY**



Zsolt Horvath  
Managing Director

**INDIA**



Vikramjit Ahluwalia  
Managing Director

**IRELAND**



Matt Taaffe  
Country Manager

**ISRAEL**



Roni Samocho  
General Manager

**ITALY**



Marianna Quarticelli  
Country Manager

**JAPAN**



Gaku Shibuya  
Managing Director

**NETHERLANDS**



Krijn Koeman  
Managing Director

**POLAND**



Darek Dalewski  
Country Manager

**PORTUGAL**



Rui Madeira  
Country Manager

**SCANDINAVIA &  
FINLAND**



Henrik Spove  
Regional Director

**SPAIN**



Pep Martinez  
General Manager

**SWITZERLAND**



Eugen Renfer  
Managing Director

**TURKEY**



Ahmet Izer  
Managing Director

**U.A.E.**



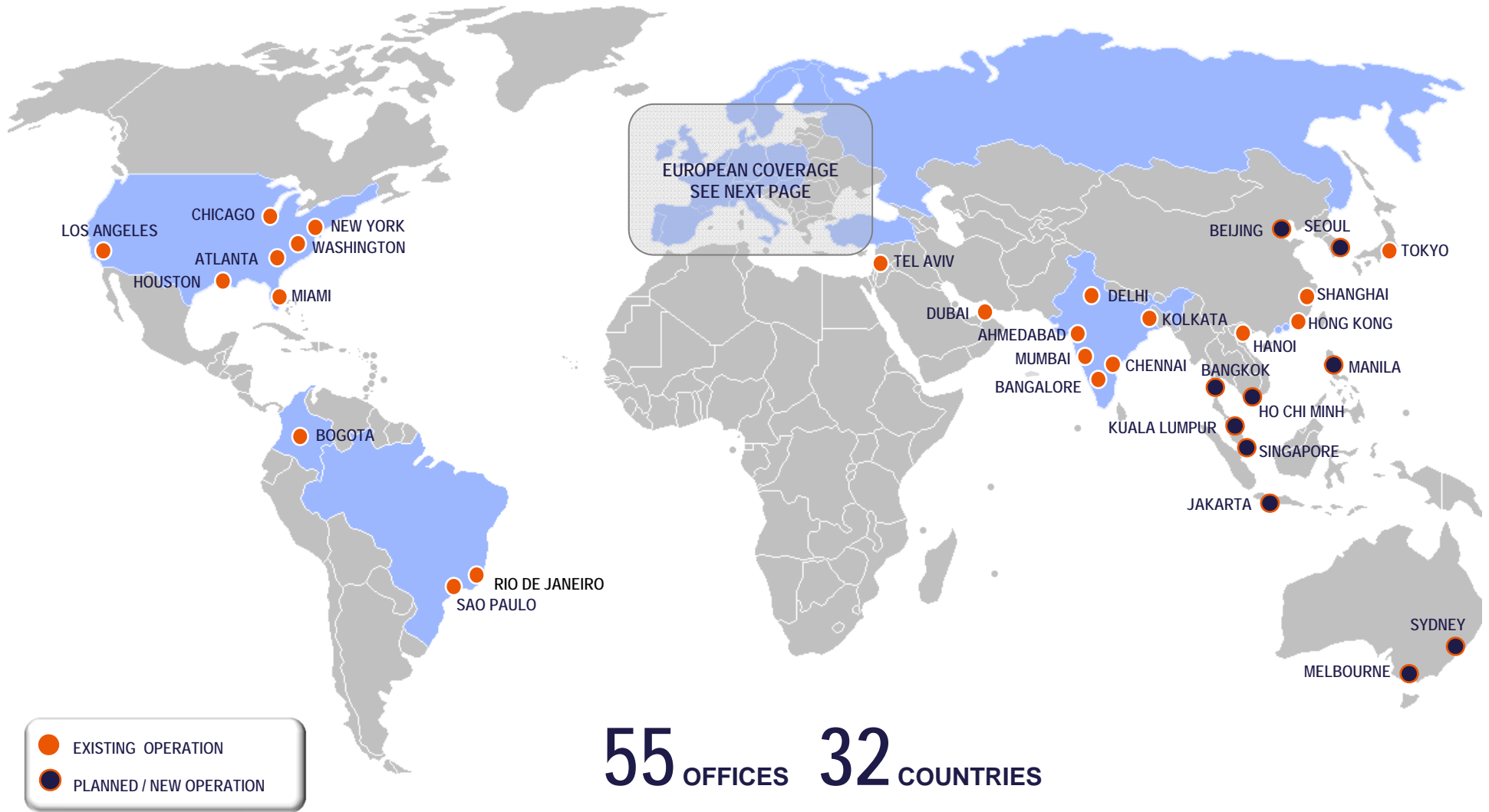
Will Corazza  
General Manager

**UNITED  
KINGDOM**



Chris O'Donnell  
General Manager

*providing airline cargo sales and service management*



# European Coverage



Albania  
Austria  
Belgium  
Bulgaria  
Czech Republic  
Denmark  
Finland  
France  
Germany  
Hungary  
Italy  
Ireland  
Kosovo  
Netherlands  
Poland  
Portugal  
Slovakia  
Spain  
Sweden  
Switzerland  
Turkey  
United Kingdom





## Sales & Marketing

- Targeted sales strategy providing coverage to an established client base across the region
- A comprehensive marketing plan to continually promote and raise awareness of the airline
- Regular analysis of the market, statistical data & compilation of airline reports



## Operations & Customer Service

- Efficient & experienced operations team providing a high standard of customer service
- Bookings, reservations, track & trace services
- Full working knowledge of special cargo requirements & regular staff training



## Handling & Trucking

- Long established relationships with local handling & trucking companies
- Close liaison with handling & trucking suppliers to maintain a high quality service
- Additional services available: warehouse & trucking supervision, import handling & admin.



## Finance & IT

- Punctual & accurate payments on the agreed dates
- Regular financial reporting to the airline
- Up to date use of communication tools & the latest technology



In May 2003, Air Logistics was the first organisation worldwide to be awarded *IATA GSSA* status.

The IATA GSSA programme was instigated to realize global standards for the partnership between GSSAs and their Airline Principals.

*Air Cargo General Sales Agent of the Year 2007, 2008 & 2010*



The annual World Air Cargo Awards celebrate excellence and achievement in the global air cargo industry.

Air Logistics was awarded Air Cargo General Sales Agent of the Year 2007, 2008 & 2010.

# Summary



**Established in 1994**



**Fully trained and experienced teams of staff with a wealth of local knowledge**



**Comprehensive range of cargo outsourcing solutions**



**Solid and transparent relationships with our airline partners**



**Financially sound organisation**

*Air Logistics Group has the expertise, infrastructure and financial support to offer you, the airline, with the full range of cargo services. You can benefit from a tailor made package to suit your specific requirements.*

*Your selection of our available cargo services will assist in increasing potential revenue, reducing costs and continuing to raise your profile in whichever country you choose to work with our Company.*

*'Working in partnership creates profitability'*